



RESELLER VERSION

## Fortinet TradeUp Program

### Upgrade & Save Before It's Too Late

### Replace EOL Fortinet Hardware and SAVE!

Act now before it's too late: Trade up End-of-Life (EOL) Fortinet units for new models and receive generous TradeUp discounts. Benefit from the transfer of existing service contracts from installed unit to new unit when recommended replacement model is purchased (see next page).

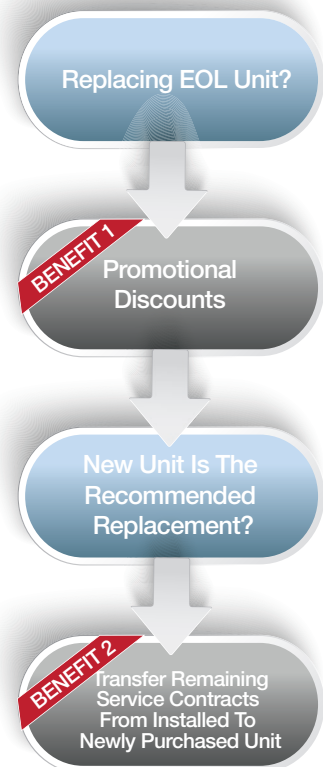
### Move Up with Fortinet

Why stay with Fortinet? Our network security platform is tested and validated by the world's leading experts and customers globally. It is powered by Fortinet's FortiGuard Labs threat research and response capabilities, together providing protection across the complete threat lifecycle. This means customers are protected 24/7 from growing threats that go undetected by other solutions. The TradeUp Program allows you to access the latest Fortinet solution, bringing you improved performance, updated security, and an advanced feature set. In addition you also benefit from real cost savings.

#### Have your security needs changed because your business is evolving?

If you are looking to upgrade a Fortinet unit that **has not been announced EOL**, TradeUp discounts may still apply. Explore Special Pricing Requests by contacting your local Fortinet Office, Distributor, or Reseller.

### How Does The TradeUp Program Work?



## Promotional Discounts

# 47% Discount

on Hardware, Bundle\*, and FortiGuard

# 37% Discount

on FortiCare Support and Bundle Renewal

	HARDWARE/ BUNDLE/ FORTIGUARD	FORTICARE SUPPORT AND BUNDLE RENEWAL
Reseller RECOMMENDED	47%	37%
End-User RECOMMENDED	38%	30%

\*Bundle details depend on specific product category.

The recommended discounts on contracts/subscriptions only apply with the purchase of a hardware unit, which must be contained in the same purchase order.

## Fortinet TradeUp Program: Eligible EOL Products

Fortinet units eligible for TradeUp discounts	Recommended Replacement: Replace with this unit and <b>qualify for Transfer of Service contracts*</b>	Fortinet units eligible for TradeUp discounts	Recommended Replacement: Replace with this unit and <b>qualify for Transfer of Service contracts*</b>
FortiGate/WiFi-20C,30B	FortiGate/WiFi-30E	FortiAnalyzer-100, 100A, 100B, 100C	FortiAnalyzer-200D
FortiGate/WiFi-50B, FortiGate 51B	FortiGate/WiFi-30E, 50E, 51E, 52E, 60D, 60E, 61E	FortiAnalyzer-300D, 400, 400B, 400C, 400HD	FortiAnalyzer-400E
FG-60C, FWF-60C, FG-60C-POE, FWF-60CM	FortiGate/WiFi-60D, 60E, 61E	FortiAnalyzer-800, 800B, 1000B, 1000C	FortiAnalyzer-1000E, 2000E
FortiGate-82C, FortiWiFi-81CM	FortiGate/WiFi-70D, 80D	FortiAnalyzer-4000A	FortiAnalyzer-3000E
FortiGate-100A, 110C, 111C	FortiGate-90D, 90E, 91E, 100D	FortiAnalyzer-4000B	FortiAnalyzer-3000F, 3500F
FortiGate-200A, 200B, 224B	FortiGate-200D	FortiMail-100C	FortiMail-200E
FortiGate-300A, 300C, 310B, 311B, 400A	FortiGate-300D	FortiMail-400, 400B	FortiMail-400C, 400E
FortiGate-500A	FortiGate-500D	FortiMail-2000, 2000A, 2000B	FortiMail-1000D
FortiGate-620B, 621B	FortiGate-600D	FortiMail-4000, 4000A	FortiMail-3000D, 3200E
FortiGate-800, 800F	FortiGate-600C, 600D, 800C	FortiManager-100, 100C	FortiManager-200D
FortiGate-1000A-1240B	FortiGate-1200D, 1500D	FortiManager-300D, 400, 400A, 400B, 400C	FortiManager-300E, 400E
FortiGate-3000, 3016B	FortiGate-3000D	FortiManager-1000C	FortiManager-1000D
FortiGate-3040B	FortiGate-3200D, 3700D	FortiWeb-400B	FortiWeb-400C
FortiGate-3600, 3600A	FortiGate-3700D	FortiWeb-1000B, 1000C	FortiWeb-1000D
FortiGate-3810A-E4, 3951B	FortiGate-3700D	FortiWeb-3000C, C-FSX	FortiWeb-2000E, 3000E
FortiGate-5001A, 5001-FA2, 5002-FB2, 5005-FA2	FortiGate-5001D	FortiWeb-4000C	FortiWeb-4000E
FortiGate-5140DC	FortiGate-5144C	FortiSwitch-224B-POE	FortiSwitch-224D-POE
FortiAP-210B, 220A, 220B	FortiAP-221C	FortiSwitch-324B-POE	FortiSwitch-224D-FPOE
FortiAP-223B	FortiAP-223C	FortiSwitch-348B, 448B	FortiSwitch-448D

## Fortinet TradeUp Program: Exceptions\*\*

FortiGate/WiFi-30D, 40C	FortiGate/WiFi-30E, 50E, 51E, 52E	FortiGate-3140B	FortiGate-3200D, 3700D
FortiGate-80C	FortiGate-80D, 90D, 90E, 91E	FortiAP-221B	FortiAP-221C
FortiGate-1000C	FortiGate-1000D, 1200D		

\* To benefit from transfer of service contracts from the installed unit to the purchased (new) unit, a hardware unit must be purchased. The hardware unit must be purchased on its own, without bundle support included. We strongly recommend the Customer checks the respective datasheet of the replaced units available to verify the technical specifications of the new device. (i.e.: if you upgrade 60D for 60E, please note that 60D has a hard drive, while 60E does not. If you need a disk, you will need to buy 61E).

\*\* These products are not EOL but are still eligible for TradeUp discounts.

# Program Details

## Which Products are Eligible?

All Fortinet products announced End-of-Life (EOL) are eligible for TradeUp Discounts. A limited number of products that have not been announced EOL are also eligible (see chart on previous page). For all other non-EOL products, a Special Pricing Request must be approved.

## Which Products are not eligible?

FortiVoice, FortiClient, Coyote Point, FortiToken, FortiAuthenticator, FortiRecorder, Virtual Appliances, Fortinet VM Solutions, FortiSMS, FortiCarrier, VDOM, ADOM, Accessories, FortiFone, FortiCamera, Professional Services.

## When can the End User benefit from a Transfer of Services from the Installed Unit to the New Unit?

End Users benefit from a transfer of existing service contracts from the installed unit to the new hardware unit when the 'Recommended Replacement' is purchased. (see chart on previous page, righthand column for eligible products).

## What is the process to Transfer Service from the installed unit to the newly purchased replacement unit?

Customers visit the Support site at <https://support.fortinet.com> (Partners access the support site via <https://partnerportal.fortinet.com>). Go to the Asset/Manage Products section. Select the serial number of the product to be replaced. Click on the option Registration/RMA Transfer, and insert the serial number of the newly purchased unit. Upon saving, the transfer of services is confirmed and in place.

## What is the Purchase Order Process?

The purchase order must be accompanied by a completed 'TradeUp Program - End User Form' (see next page). The purchase order must mention 'EMEA TradeUp Program'.

## What is the process to de-register the replaced (old) unit?

Within one-month, the Reseller or End User must open a partner ticket (customers at <https://support.fortinet.com>, Partners at <https://partnerportal.fortinet.com>), and request the de-registration of the replaced unit by providing its serial number. Any warranty or guarantee that is in place for the replaced (old) unit will cease upon de-registration. The Customer agrees and undertakes that if the de-registration process described above has not been fully completed by the end of the second month from the date of purchase of the replacement unit(s), Fortinet shall automatically de-registered the replaced unit(s), without customer's prior approval.

## IMPORTANT:

In order to transfer existing services from an old to a new unit, a hardware unit without bundle support included must be purchased. Stand-alone services should be purchased separately in the same PO. After the existing services have been transferred to the new unit, the new renewal contracts can be registered and added on.

## General Terms and Conditions

- Terms and conditions must be strictly respected.
- The Fortinet TradeUp program is available to qualified FortiPartners and all current registered users of Fortinet security products within the EMEA region.
- The recommended discounts on contracts/subscriptions only apply with the purchase of a hardware unit, which must be contained in the same purchase order.
- Discounts are recommended by Fortinet and are subject to distributor's pricing policy and participation.
- When trading up, the customer should validate the specifications of the replacement device to ensure that they meet their requirements.
- Fortinet reserves the right to alter, extend or terminate this program at any time.
- For questions regarding the TradeUp Program, please contact your Fortinet Partner or [international\\_partners@fortinet.com](mailto:international_partners@fortinet.com)
- For any questions regarding a transfer of services please open a ticket at <https://support.fortinet.com> (Partners please open a ticket at <https://partnerportal.fortinet.com>)

# TradeUp Program End User Form

Please fill in this interactive form and return it to your local Fortinet office. All fields required.\*

## END USER INFORMATION

COMPANY	
ADDRESS LINE 1	
ADDRESS LINE 2	
WEBSITE	
BUSINESS TELEPHONE	
CONTACT NAME	
EMAIL ADDRESS	
EMAIL ADDRESS OF THE PERSON THAT WILL HANDLE THE TRANSFER OF SERVICES Please refer to the Program Details section for procedure.	

## PRODUCT INFORMATION

### Installed Unit To Replace

SERIAL NUMBER	
CONTRACT NUMBER OF SERVICES TO BE TRANSFERRED (IF APPLICABLE)	

### New Unit To Be Purchased

SKU	
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## CONTACT DETAILS of person submitting form

SIGNATURE	
NAME	
TITLE	
DATE	

By purchasing Fortinet products under the TradeUp Program, you agree to the following:

1. Within one month, the reseller or end user must open a ticket and request the de-registration of the replaced unit by providing its serial number. The Customer agrees and undertakes that if the de-registration has not been fully completed by the end of the second month from the date of purchase of the replacement unit(s), Fortinet shall automatically de-register the replaced unit(s), without customer's prior approval.
2. Any warranty or guarantee that is in place for the replaced (old) unit will cease upon de-registration.
3. Any services contracted and registered for the replaced (old) unit will expire within one month after shipment of the new unit (except in case of valid transfer of service contracts).
4. For qualifying purchases, transfer of services from replaced (old) unit to new unit is done at <https://support.fortinet.com>. (See Program Details section for procedure).
5. The end user is not required to return the replaced (old) hardware unit to Fortinet, and the hardware remains the property of the end user. The embedded software is licensed to the end user under the end user license agreement which was accepted upon initial installation of the unit. However, the end user agrees not to resell, lend, rent or lease the replaced (old) unit and not to use it for the provision of any kind of commercial services to third parties.
6. The TradeUp Program is valid until further notice from Fortinet.

Contact your Local Fortinet Distributor, or Fortinet office for more information.